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Contact: **Jan Nienow-(414) 297-1096**

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SBA Selects Wisconsin 2009 Small Business Person of the Year and Honorable Mention Winners

Burlington: Craig Faust, President and CEO of **HGI Company, LLC** in Burlington has been named the Wisconsin Small Business Person of the Year for 2009 by the U.S. Small Business Administration.

HGI Company is comprised of four operating divisions, Hi-Liter Graphics, LLC, Inland Graphics, Plus Digital Print and All American Graphics. The first of the four divisions, Hi-Liter Graphics, was a family owned and operated web printing and finishing business founded in 1952. They specialized in the production of books, catalogs and directories. Craig purchased the assets of Hi-Liter in May of 2003. The second of the four divisions, Inland Graphics, located in Menomonee Falls, specializing in commercial printing and hard/soft cover book manufacturing, was acquired in 2004. The third of the divisions, Plus Digital, a digital printer and asset management company was acquired in 2007 to compliment the web and sheet fed capabilities of the first two divisions. Lastly, the fourth division, American Graphics was acquired in September of 2008 to capitalize on the rapidly growing point of purchase market segment. The combined strength of these companies has provided the marketplace with one of the most diverse and dynamic printing, finishing and digital asset management companies in the country.

Craig believes in a one company structure where all of the managers and associates work together to achieve business objectives. He feels this structure positions the company best to meet the needs of its markets and capitalize on opportunities to advance the business through forging partnerships with customers, suppliers and investing in new technologies that add value to product offerings. When considering the company's success, Craig says that "It is the team that makes it happen." "Our people and their exceptional efforts have made the company strong."

Craig is among 53 top small business persons—one from each state, plus the District of Columbia, Puerto Rico/Virgin Islands, and Guam—who will be honored at SBA's National Small Business Week events May 18 – 20, 2009 in Washington, D.C. As the winner of the Wisconsin Small Business Person of the Year Award, Craig could be named National Small Business Person of the Year during the national event.

The 2009 Wisconsin Small Business Persons of the-Year Honorable Mention award winners are **S. Mark Tyler**, President and **Jim Hauschild**, Vice President of **OEM Fabricators** in Woodville. Three hundred twenty team members of OEM Fabricators fabricate, machine, weld, finish and assemble products for over twenty industries. The "team" also assists in engineering, supply and management, developing test equipment and design and construction of research facilities for academic institutions.

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Mark, a data analyst/tool designer and James, a welder by trade, began employment together in 1977 working at American Hoist and Derrick in Minneapolis. Eventually, the pair found the opportunity to take the entrepreneurial leap and formed OEM Fabricators, Inc. in 1986. A major achievement of OEM was an expansion in 2007 to a second manufacturing facility in Neillsville. Over 200 employees had lost their jobs in Neillsville when a major employer closed its doors. OEM specifically chose this community as the site to access this pool of skilled talent and re-hire many of the displaced workers. OEM's employment jumped from 192 in 2006 to 290 in 2007 following the expansion. This expansion project included funding from SBA along with several other funding sources and the rural community in Clark County was profoundly impacted.

The Wisconsin SBA celebration of our Small Business winners will be June 5, 2009 at SBA and SCORE's Awards Presentation Breakfast at Country Springs Inn and Resort in Waukesha. For more information, please contact Mary Trimmier at (414) 297-1093 or email her at mary.trimmier@sba.gov.

The Small Business Administration congratulates and thanks Craig of HGI Company and Mark and Jim of OEM Fabricators for their continued commitment and contributions to Wisconsin's small business communities.

*Additional information about SBA's programs and services is available
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